THE DISPATCH FOUNDED 1850. THE TIMES FOUNDED 1886.

RICHMOND, VA., SUNDAY, MARCH 26, 1911.

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## REAL ESTATE AND BUILDING NEWS

Activity on Broad Street and Near By Continues and Interest Grows.

SOME BIG DEALS; OTHERS IN SIGHT

Animation Is General, Extending From East to West and North to South-Spring Weather Brings the Suburbs in the Limelight-Building Notes.

real estate realm activity continues. It is possible that not as many dollars changed hands on real estate deals this week as did during big deals got very close to the point of consummation, and a number of others that had been hanging on the strings for many days reached the closing up stage. Putting the two to gether, the footings for the week ran up to very close to \$500,000.

This sum includes all kinds of operaof them were speculative, but in the same connection it must be rememberthat speculators do not speculate tial to go upon.

old stager explained the doings the past week in a nutshell, when had been "rapid firing" all along the line. Said he: "A good deal of prop-erty has changed hands and many conof purchase have been made for delivery." Future delivery of deeds, I suppose he meant. Continuing, this old timer explained that many deals are hung up in the air by smallest sort of a margin.

Narrow Margins. old timer seems to be correct, for a Main Street broker told me in the strictest kind of confidence of a number of deals that are being kept on the string by the very narrowest kind of a cash margin. For instance I have been told of a case where \$100 separated a buyer and a seller in an \$8,500 cash transaction; another one let \$250 tie up a \$30,000 transaction, and \$75 prevented the consummation of a \$3,000 West End deal.

"It looks," said this man, "like the splitting of hairs, and when a buyer grinds a seller down to a minimum price and then the seller tries to hedge on the agent by curtailment of his commissions, which he has earned afin indifference and the losing of many a sale which would otherwise go through but for the small spirit being unwilling to pay fair compenspirit on the part of some owners

Thus spoke this disgusted agent. great deal of activity has prevailed all along Broad Street, extending all the way out to and beyond the Boulevard. Most of this property is negotiated for by investors, and in over 500,000 pounds was of the sun-not a few instances by actual occu-pants and prospective buyers. Alto- about 20,000 pounds of the Burley was it looks like there will be active and

the spring months. There are many kinds of rumors about big deals that are likely to come to a head within the next few weeks, but perhaps it were better to let these rumors materialize before announcing them. However, one of them is said to involve something like \$75,000 worth of acreage out in the western part of the country, just beyond the city Amits. If this deal goes through, and the chances are that it will, a new suburban enterprises will doubtless spring

The activity continues on Broad Street, and the large number of sales in that region the past week keeps up the animation, but all of the activity and all of the inquiry is not confined to Broad Street. I hear that Main to Broad Street. I hear that Main Street property somewhere near Tenth Street, has loomed up in the eyes of investors the past week. A piece of dirt with the good building thereon has caught the has caught the eye of investors, vestors who have caught the sky-scraper fever, perhaps, and I learn that \$70,000 cash has been offered for property there or thereabouts. A big deal in that neighborhood may be con-

one Firm's Sales.

One Firm's Sales.

Pollard & Bagby sold in one way and another about \$200,000 worth of property the past week. Their sales were all the way from Twelfth Street out west to the suburban territory, but mainly in the busy part of town. Their smallest trade was a \$12,000 transaction by which they sold to W. H. Adams a lot of ground on which Mr. Adams already had a building on the ground-rental plan. Included in this ground-rental plan. Included in this ground-rental plan. Included in the ground-rental plan. Included in the ground-rental plan. Included in this mirm's big sales is the Pizzini property in the rear of the Chamber of Commerce building. This sale, which amounted to \$41,000, was made to the First National Bank-Chesapeake and summated this week. First National Bank-Chesapeake and Ohio combination, already noted, and the deal means that the twenty-two-story skyscraper will surely go farther than the Chamber of Commerce build-

This firm recorded deeds in addition the above sales that amounted to 0,000, but these sales have already

been reported.

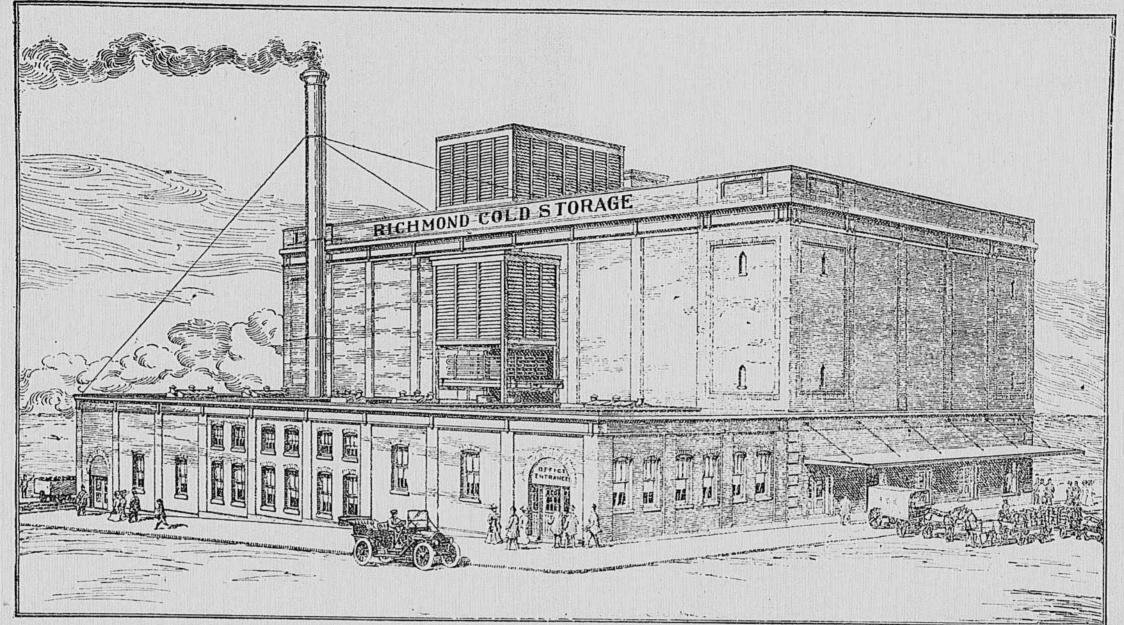
Some Very Big Sales.

J. Thompson Brown & Co. report good business all along the real estate line, but they were very scarce in the matter of particulars. Leroy Brown tells of sales that ran up into the thousands, but when pressed for particulars he winked his other eye and said, 'O, well, put it all in Jackson Ward if you want to." Mr. Brown however, did loosen up a bit under the searching reportorial eye; loosened up sufficiently to say that he had had large transactions in acreage and building lots in the Hoy and Scott additions. He also reported the sale of a Cary Street store for \$3,000, two West End regidences for \$2,000. of a Cary Street store for \$0.000, two West End residences for \$7,000, and a Park Avenue lot for \$2,500, and sev-eral other minor transactions that footed up something like \$20,000.

Perhaps the diggest transaction of the week was the sale of the Daven-ort warehouse property for \$80,000, hich has already been reported. This Hardware Company a very valuable

(Continued on Last Page.)

#### RICHMOND'S LATEST BIG INDUSTRY



# ARE FALLING OFF

Crop of Last Year Is Very Nearly Exhausted-Notes and Comments.

In one office alone during the during the past week, and it now looks

All of the Richmond warehouses combined sold a little less than 600,000 struction Company was chartered to pounds of loose leaf during the past build 100 miles of transmission line week. Of this quantity something for the development.

rushing business from now on through and all of the stocks that were of horsepower for transmission by elec-Hig Things on the String, in former weeks, the deling things on the String, part of manufacturers being part of manufacturers being character sold well, even higher than in former weeks, the demand on the gent. Good sun-cured stocks brought during the last week better figures than have been recorded this year. And this simply proves the tacth of Times-Dispatch's argument set forth in the early part of the season, that it is the part of wisdom for the farmers to market their product slow-

Fillers and wrappers of the suncured variety that went for almost any old price in the big rush of de- steel warehouses and sheds, and liveries were clamored for by the manufacturers the past week at fig. Mobile. ures that ran all the way from 10 to to 25 per cent, more than prevailed during the December and January rushes. The Burley offerings for the week footed up about 90,000 pounds and all of the goods that showed up well as to character and color brought | pended.

outside figures. The package dealers had a good week's business, and it is said that many tierces and hogsheads of bright wrappers changed hands at that were very satisfactory to the sell-

Lynchburg Tobacco Market. Lynchburg, Va., March 25.—John D. Ogles, sy, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following re-

ket: Sold week ending March 17, 425,000 pounds; Sold week ending March 17, 425,600 pounds; sold week ending March 24, 387,500 pounds; decrease this week, 57,500 pounds. Sold from September 1, 1910 to March 24, 1911, 12,849,500 pounds. The unseasonable weather for handling te-

better than usual, and the average price of

Leaf, wrappers..... 15.60 @

Danville Tobacco Report.

Danville, March 25.—Considering the small amount of tobacco now in the hands of farmers, the sales on the warehouse floors this week have been fairly large, about 750, 000 pounds having been sold.

The quality of the offerings has been good and prices unusually firm at as high a level as has prevailed during the season.

as has prevailed during the season.

A full force of buyers is in daily attendance upon the sales.

Redried tobaccos are dull, very few sales being reported.

Petersburg Tobacco Market.

Petersburg, Va., March 25.—The receipts and sales, while comparatively light, have increased in quantity since the last rain. It is evident that the crop in this section has been nearly all delivered, as most of the

(Continued on Last Page)

# **NEW INDUSTRIES**

Recent Developmental Announcements From Various Sections of South.

(Special to The Times-Dispatch.) Baltimore, March 25.—Among the Southern industrial and other developmental announcements in this week's issue of the Manufacturers' Record are the following.

Yadkin River Power Co., Rocking C., was chartered with \$1,-900,000 capital stock as the preliminvelop 30,000-horsepower for transmisby electricity; the Phoenix Con-

construction of its seven waterpower In the main the market was firm electrical plants to develop 100,000tricity, initial development to be 10,000. horsepower, transmission system to be 500 miles long, and ultimate expendi-

> Pelzer Corporation, Pelzer, S. C., is planned for organization with capital stock of \$12,000,000 to control ten or twelve cotton mills having about 500, 000 spindles and 15,000 looms. New Orleans, Mobile and Chicago

Railway, Mobile, Ala., has plans for expending from \$300,000 to \$500,000 for building fire-proof pier, dredging river, etc., at Choctaw Point,

Holston Corporation, Charleston, has legislative authority for constructing its coal piers to handle the Carolina, Clinchfield And Ohio Railway; probably several Aundred thousand dollars will be ex-

Marrowbone Cosl and Coke Co., Uniontown, Pa., decided to build sixty additional beehive coke ovens at Look

Oxnard and Sprague Co., Adeline La., awarded contracts for building and equipping central sugar refinery costing \$500,000.

Vinton Oil and Sulphur Company, Lake Charles, La., was drganized with \$1,000,000 capital stock to develop sul-Tennessee Manganese Co., Newport

Tenn., was organized with \$50,000 capi tal stock, to develop manganese properties and awarded contract for a plant with a daily capacity of forty tons of washed ore.

Eunice Rice Mill Co., Eunice, La.,

completed arrangements for creeting mill with daily capacity of 1,200 bar-French Broad Manufacturing Co.,

\$250,000 capital stock to manufacture cotton goods.

Advance Coal Co., Hillside, Ky., was incorporated with \$20,000 capital stock by Kentucky and Ohio parties to develop coal lands.

Gaston Iron Works, Gastonia, N. C.,

was incorporated with \$100,000 capital stock. Mt. Vernon Iron and Land Co. Harrisonburg, Va., is preparing to develop 34,000 acres of iron and manganes:

land in four Virginia counties.

Ohio Valley Brass and Iron Co., Wellsburg, W. Va., was Incorporated West Virginia and Ohio partles. Bluefield Gas and Power Company with \$350,000 capital stock to build gar and power plants.

Virginia Woolen Company, Winchester, Va., decided to expend \$15,000 for Wallace Adjustable Bed Company

Fort Smith, Ark., was incorporated with \$100,000 capital stock to manufac-Abbeville Sugar Company, Abbeville, (Continued on Third Page.)

### VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Hog and Hominy Doctrine-Virginia-Raised and Western Made-Good and Bad Winds-Town of Pretty Streets-Fredericksburg's Destiny-The Mighty Peanut.

and to drive into the harbor of suc-

if they strolled together i Heights and some others mond's otherwise beautiful

gether all over Farmville, Richmond's

could learn a fine lesson in sidewalk

(Continued on Third Page.)

BY FRANK S. WOODSON,

One of the speakers at the Southern cess Commercial Congress, recently held at Atlanta, was Mr. Wilson, the Secretary Atlanta, was Mr. Wilson, the Secretary of Agriculture. Among other good doctrines preached by Mr. Wilson was one that has long been promulgated by the Industrial Section of The Times. Dispatch. It is known in Virginia as the Vaters of the good Suthland, the best land under the when it is fertilized with the carcass of every growler and croaker and smarler that now burdens the soil. But the ranks of the growlers and croakthe 'Hog and Hominy' doctrine. Here is an extract from the secretary's remarks along this line; marks along this line:

animal; when feed will go to make beef and milk, instead of to fatten ticks, and

A man who is in a position to know what he was talking about the other day made to me a remarkable state-ment. He said some of the very best ment. He said some of the very best beef that goes on the tables of the people of this city is from Virginia-raised cattle, shaughtered in Chicago Do you catch the meaning of that? Virginia-raised cattle (and the best beef cattle in the world grow in this State) are being shipped on the hoof to the slaughtered, packed or hung up in refrigerator cars, shipped back to Virginia as beef, sold here to market men, and then bought and eaten by the steak and roast consumers of Richmond.

That may be good enough business

ultimate consumer, and possibly there may be some advantage in it to him, thinking of stopping that good work but it does seem to me that under yet. The Council has already made these circumstances Virginia grown beef makes a pretty big traveling exbefore it reaches the pense account fellow who, in the final analysis, must Why can't packing houses and slaughter pens flourish in Virginia as well as in Illinois and Missouri? Well, they do, as many of to be room for more, and why should not the big Western concerns that already have branch establishments here enlarge the same and slaughter their Virginia grown cattle at home? Possibly the heavy traveling expense account of Virginia raised cattle, the best beef in the world, is one of the springs in the machinery that is keeping living expenses up among the

Good Winds That Blow Right.

Everybody, or nearly everybody, reads the Industrial Section, and ninety-nine out of a hundred of it readers have nice and complimentary things to say about it, which is very pleasing. Now and then, however, there comes along a snarling kind of a critic to show his ugly teeth. Generally he snarls anonymously on a post card. One of those unsigned cards now before me says the Section is a "regular windmill," and that it "is all the time blowing." Well, maybe that is true, but it is a mill blows a wind which brings no harm to any worthy cause, that drives no obstacle across the path of mertorious enterprise, that seeks to in-

Farmville Monkeyed With Promoters, and Then Solved a Very Vexatious Problem.

RIGHT MAN IN RIGHT PLACE

low Creameries Can Pay-En terprise That Cuts Two Ways at Once.

"The South, in order to keep her money at home, must raise all her food supplies. Let us look forward to the supplies. Let us look forward to the supplies. Let us look forward to the supplies with the Lord be praised.

Possibilities of the Peanut.

The troube was, illed and creameries was discussed in the industrial Section and liberal quotations which the Lord be praised.

Possibilities of the Peanut.

The troube was, illed and or the storage facilities and creameries was discussed in the industrial Section and liberal quotations were made from a bulletin is growers of the State were a little was all the food by the Agricultural Department about of the state were a little was all the food by the Agricultural Department about of the state were a little was all the food by the Agricultural Department about of the state were a little was all the food by the Agricultural Department about of the state were a little was all the food by the Agricultural Department about of the state were a little was all the food by the state were a little was all the food by the state were a little was all the food by the state were a little was all the food by the state were a little was all the food by the state was discussed in the lad not the storage facilities and the respective to the state were a little was all the food by the state was all the food supplies. Let us look forward to the reason time when the South will feed not only half itself, but will help to feed the teeming population of our Eastern cities; when the one-crop system will be supplied by diversified farming. be supplied by diversified farming. Supplied by the supplied by diversified farming including stock raising and dairying; thinking of branching out in that line when the feed to the supplied by the supplied by diversified farming including stock raising and dairying; thinking of branching out in that line when the feed to the supplied by the supplied by diversified farming in the peanut.

Industrial Section and liberal quotations were made from a bulletin is growers of the State were a little such by the Agricultural Department of the United States government, in the which people were advised to go victims of the fruit dealers and brokers and commission thinking of branching out in that line when the feed the such that were a little such that the such that were a little such that the when the fertility of the soil will be largely kept up by live stock, without the buying of large quantities of expensive fertilizers; when the native out of the peanut. The peanut-grow-ately enterprises that was good advice, but unfortuntive more factories in this State to get all there is pensive fertilizers; when the native out of the peanut. The peanut-grow-ately enterprises that we for interprises that we find the proprietors of factories and what not to the norther more down that make creamery machinery enterprises that we for interprises that we pensive fertilizers; when the native out of the peanut. The peanut-grow- ately it came a little too late, for apples in the orchard, bought them at scrub will be replaced by the pure-bred ing parts of Virginia and North Caro- quite a number of Virginia commutation. lina are within a few hours' ride of aities that had already taken stock money out of the Virginia orchards, about 8,000,000 of the population of in creameries located where the "raw What the Virginia orchard owner." when better methods and conditions this country, and all of these 8,000,000 material was not, and where it would wanted was a storage plant within the will have built up a prosperous agritoo old to have teeth eat all of the byto create the raw material, that is the put their stock and hold it for Whenever that doctrine gets driven into the minds and hearts of every Virginia will indeed blossom as the rose.

It is a loo ald to have teeth eat all of the by-products of the "goober," such as peaning into the minds and hearts of every Virginia will indeed blossom as the rose.

It is a loo ald to have teeth eat all of the by-products, that is the products of the "goober," such as peaning into the minds and hearts of every Virginia will indeed blossom as the rose.

It is a loo ald to have teeth eat all of the by-products, that is the products of the "goober," such as peaning that the summer in the summer in the said promoters was to sell the machinery, and that object being accomplished, the said promoters pulled up stakes as the "pirates" as milk. Of course, the object of the prices instead of being forced to seil that is coming to it from the peanut lack of raw material to work upon, If factories to make these things were soon got into a state of inocuous des located close to the regions which grow the peanut the demand would listed in Farmville, the wideawake increase and the farmer would come in

> on its streets within the past five years than any town of 3,000 inhabitants in this part of the country, and it is not thinking of stopping that good work yet. The Council has already made contracts for tearing up the old cobbit pavement on Main Street and replacing it with smooth bitulithic pavement. Contracts are being filled for more pavement on Main Street and replacing it with smooth bitulithic pavement. Contracts are being filled for more granolithic sidewalks to be added to the many miles already laid down, and there are now more yards of granolithic in that town than any place of its size in the South. And here is a good thing I noticed about Farmiville's sidewalks—they are wide and some are less than six feet, and some are less than six feet, and some are more than eight feet in width. Wide and roomy sidewalks are widthing to have in any town. I fill two or three columns, It is a contract for the south of the storage business, a competitor for the ice business, a competitor against what is now generally called the ice trust.
>
> The make the goods to seit unless it has the raw material to work up. There were not enough cows in ten miles of Farmville to furnish the raw material to make the good so in ten miles of Farmville to furnish the raw material to make the goods in ten miles of Farmville to furnish the raw material to make the goods in ten miles of Farmville to furnish the raw material to work up. There were not enough cows in ten miles of Farmville to furnish the raw material to work up. The building will be a concrete fire-town than any place of the building will be a concrete fire-town the feet in the Stories, and the feet on Eight tenth town than any place of that George M. Robeson saw. He got that George M. Robeson saw. He got that George Which will stand its feet on Eight tenth to make the raw material to work up. The building will be a concrete fire-town than the raw material to make the raw material to work up. The building will be a concrete fire-town than the raw material to make the good state not later than Oc-town to the control of the stories, which will stand its feet on Eight tenth town than any place of the building will be a concrete fire-town roomy.
>
> None are less than six feet, and some are more than eight feet in width, Wide and roomy sidewalks are good things to have in any town. I know several suburban towns and villages around Richmond that have granolithic sidewalks that seem to have been laid especially for spooney young lovers to promenade over by moonlight. The judges of the Hustings Court and Law and Equity Court of this city, who are often seen strolling together in the Capitol Square, would have to take to the middle of the read

good work done by Robeson would fill two or three columns. It is enough to say that he first got a large number of farmers interested and persuaded them to make grass. Then he bought first-class mileh cows in carload lots and sold them to reliable grass growers on good long time, pay-lake on the instalment plan assume the contract of the local storage plants, having put up not less than a hundred, and having made a special study of the business. Mr. Davis declares that he business. Mr. Davis of Chicago, a contractor who has made a special type of building end to the contract of the local storage plants. He was a special study of the business. Mr. Davis of Chicago, a contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type of building end to the contract or who has made a special type o

grass growers on good long time, payable on the instalment plan, assuring them that the creamery would buy
all of the milk they produced,
bell, to make a long story short.
Robeson got onto that idea two years
ago. It has worked to a charm. Toiday the creamery is getting enough have to take to the middle of the read if they strolled together in Barton Heights and some others of Rich-They could not go even indian file with any degree of safety and comfort on the sidewalks, but they might easily lock arms and meander lovingly to-paying basis, and ere long it will get lock arms and meander lovingly to-paying basis, and ere long it will get lock arms and meander lovingly to-paying basis, and ere long it will get lock arms and meander lovingly to-paying basis, and ere long it will get lock arms are lock arms and meander lovingly to-paying basis, and ere long it will get lock arms are long it will be lock arms are lo lovingly to paying basis, and ere long it will get care paying basis, and ere long it will get enough to keep it busy all the time and then it will be a good money-maker. The creamery is supplying the local market with butter and all of that the good women folks will making from Farmville.

Fredericksburg's Destiny.

That big dam in the Rappahannock
River just above Fredericksburg, and the immense power it is going to

(Continued on Third Page)

(Continued on Third Page.)

## NEW ENTERPRISE FOR BIG RICHMOND

Storage Plant Going Up toCentralizeFruit Business of Virginia.

BIG MONEY SPENT FOR BIG PLANT

Fruit Growers No Longer at Mercy of Brokers and Speculators-Richmond to Be Fruit Distributing Point for All the State-Modern Plant.

BY FRANK S. WOODSON, Industrial Editor.

Virginia is fast becoming the greatest fruit-growing State in this great big country. It is natural that it from frost, a safety guaranteed by the shape of the protective mountains, the adaptibility of the soil to apples and and a whole lot of other advantages is no trouble about making the fruit, but there has been some trouble about marketing it to the advantage of the

has had but little if any difficulty in grower was and is much within the power of the buyer and the broker and the commission merchant, who onsumer and stands there to make a olg profit that he does not really earn, the middleman, you know,

Old-Time Doctrine.

More than two years ago I wrote n article in the Industrial Section.

the which I urgen Richmond capital to come to the rescue of the Virginia fruit growers and save them from the onslaughts of the go-between fellows who were then reaping all of the fruits of the labors of the apple growers and the peach growers of the counties of Virginia that had or might have big orchards. I have kept up that kind of argument ever since and expect to keep it up world without end. The point I hade or tried to make was that Richmond ought to be the distributing point for all of the fruit grown in Virginia.

The Logical Depot.

Richmond is naturally a distributing the state of the country of the

Richmond is naturally a distribut-ing point for pretty much everything, its railway facilities and its steamboat lines making it so. Why should it not be the Virginia fruit distribuing Not long ago the subject of dairies | point as well? The trouble was, were pro- merchants and what not to the north

> What the Virginia orchard owners in the summer months while the fruit was on the tree and at such figures

> Richmond to the Front. Richmond enterprise and Richmond capital has come to the rescue. From

(Continued on Last Page.)